



Our analytics platform enables you to monitor and manage spending and consumption, allowing you to drive increased profits to your bottom line.

## Get insights into repair operations

How does our analytics solution let you manage day-to-day operations more effectively? By helping you to identify the key metrics, enable consistent reporting, and evaluate these metrics to drive performance. Profit Forward Analytics provides you with powerful insights about purchasing trends, then compares these to your revenue and number of repairs. Our analytics tools allow analysis down to the business unit, location, and technician level to help identify where costs are well-controlled versus where purchases are more than expected.

To optimize cost containment, our analytics solution allows customers to input their goals for their key performance indicators, such as cost as a percentage of revenue or number of repairs, to measure how locations are performing against those goals over time.

## Analyze your financial Key Performance Indicators (KPIs)

### REVENUE KPIs

- ✓ Revenue
- ✓ # of repairs
- ✓ Average revenue per repair

### COST KPIs

Track the following costs in terms of dollars, per repair, and as a % of revenue.

- ✓ Materials
- ✓ Paint
- ✓ Labor
- ✓ Total Costs

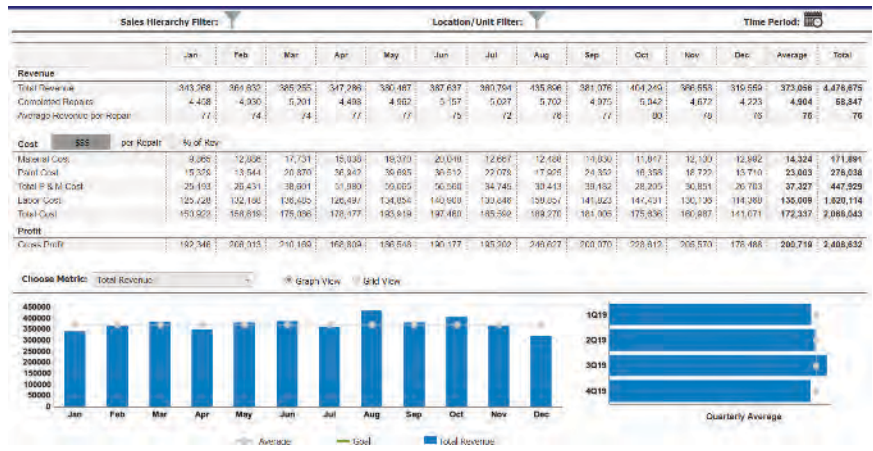
### PROFIT KPIs

Track your profit in terms of dollars, per repair, and as a % of revenue.

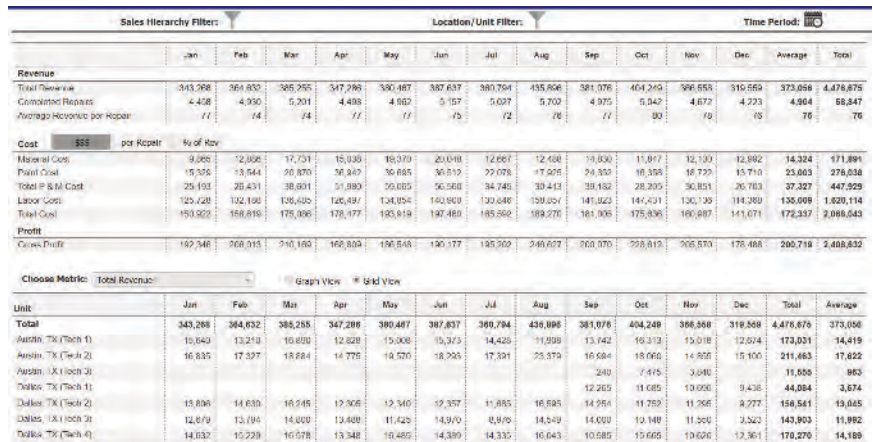
- ✓ Gross profit



### Sample KPIs:



### View any KPI by Location:

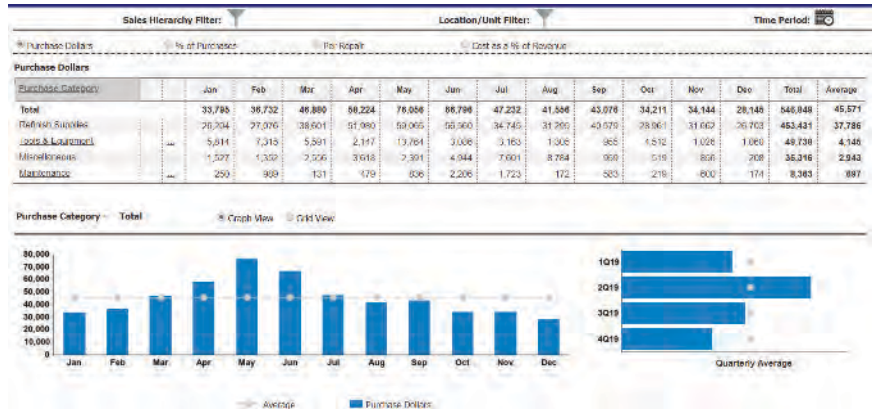


## Analyze purchasing patterns at a finer grain

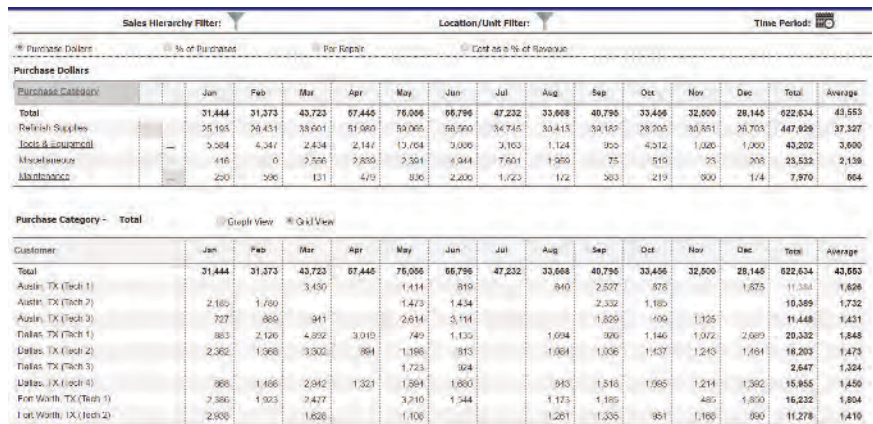
Gain insights into your purchasing and consumption patterns at the category, part type, and part number levels. View purchases in terms of:

- ✓ Purchase dollars
- ✓ Quantity (at Part # level)
- ✓ % of purchases
- ✓ Per repair
- ✓ Cost as a % of revenue

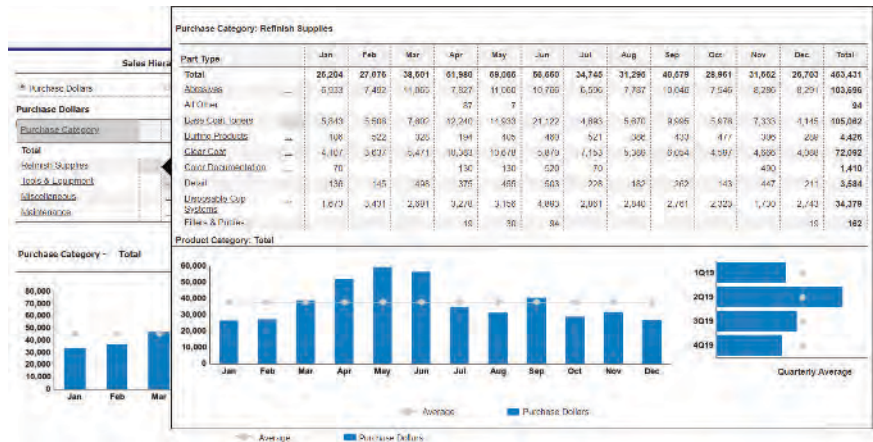
## Sample:



## View Purchase Details by Location:



## Ability to drill down to Part Type and Part # details:



## Extensive Filtering Capabilities to Narrow the Scope of your Analysis

Filter the dashboards to analyze specific parts of your sales hierarchy by specific business unit, location or technician.

Filter by:

- ✓ Sales region, district, and territory
- ✓ Sales manager
- ✓ Account type
- ✓ Technician
- ✓ Location type
- ✓ Location
- ✓ Unit
- ✓ Time frame (range of months)